DEUTSCHE AFRIKA-LINIEN
JOHN T. ESSBERGER

news

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Essberger Tankers strengthened

New and familiar faces presented at the traditional Essberger Night

John T Essberger successfully organised another "Essberger Night" for partners, friends and customers of the chemical trade. Managing Owners Dr Eberhart von Rantzau, Mr Heinrich von Rantzau and JTE Managing Director Jan Hammer personally shook about 250 hands and exchanged latest news, background information and maybe some gossip, too. This is what this party is all about. Jan Hammer took the opportunity to present six new members of the Essberger team. More images on page 3.

New but not unknown with Essberger: Daniel Karstens, Christian Vang, Britta Sengstake, Jasper Cambeis, Cornelis Veldhuizen-Dijkstra and Per-Christian Dettwiler joined the Hamburg office (center: MD Jan Hammer)

"The value of a shipping company is the value of its crews"

When the going gets tough, the tough get going: tanker "Lisa Essberger" under control of an experienced JTE crew

In particular for the Essberger chemical tanker fleet, winter is a hard time. Fog, snow, storms, freezing cold, ice, little daylight, strenuous work, dangerous cargo – and often Christmas spent far away from home.

To master these challenges, our just short of 1,000 staff members at sea need to have a strong sense of responsibility, a lot of experience and endurance. The management team of our shipowning company is aware of this, and so, too, are the colleagues ashore. And we all wish to express our gratitude and praise.

Two recent quotes from Hamburg: Heinrich von Rantzau said at a seminar for tanker captains and officers, "Without you and your dedicated colleagues on board our ships there would be no Essberger Tankers and no Dry Cargo. We treasure your dedication to our company." Björn Borbe, Senior Manager of Essberger Crewing Services, told DAL/JTE News in an interview: "The value of any shipowning company is, above all, the value of its crews and the competencies, skills and experience they bring and their feeling of being part of the company."

The DAL/JTE Group supports the crews by supplying the best ships and equipment, the best training through further education in regular seminars, a chance to get to know each other – and also the owner family – at parties together with their families, for example at Christmas time, frequent visits on board, care when drawing up the rosters, keeping its promises, an unwavering fleet policy and thus long-term employment, and cooperation based on trust. The aim is to create a strong identification with our company, a company that is a long-standing, family-run shipowning business that has a special relationship with its "family members" at sea (see pages 4 and 5).

Nowadays one can witness a political crisis in all corners of the world and for that matter even Germany is creating its own problems. Following the election the difficulties in forming a new government put our economy into the spotlight and bring planning reliability into jeopardy. This happens at a time when signs of a recovery in the shipping industry are visible.

A positive development is noticeable at Essberger Tankers, who contribute a major share of our Group's results. This result could have been even better if a few technical setbacks hadn't led to unforeseen lay time. We know that Essberger Tankers have more potential. We will therefore continue to invest in the quality of our crews and the optimisation of our chemical tanker fleet.

Regrettably, Essberger Dry Cargo, i.e. the container ships and bulk carriers, are still a long way off from an acceptable result, yet we seem to have passed the bottom of the trough.

Our liner service to SA has to hold its own in a highly competitive market. Thanks to the good cooperation with our partners in the SA container service we were able to increase our volumes of cargo, though not with adequate results. The reason for this was the still weak freight rates, but also the currency fluctuations, rising bunker prices and the poor performance of SA ports. Positive signals, however, stem from our agencies DALSA and DAL Agency, and we are working hard to further establish UAFL, who succeeded in achieving a positive result. I thank all our staff for their continued efforts and wish you Merry Christmas and a happy New Year.
Yours Eberhart von Rantzau

Storm over Durban and its impact on the South African container trade

DAL's Ralf Stüwe, Manager Operations Liner Services, frequently experiences tough times. An interview

Ralf Stüwe managing DAL Operations

Taking care of smooth operations for DAL vessels calling at South African ports Ralf Stüwe is currently fighting delays in the ships' schedules.

DAL/JTE NEWS: In October, Durban experienced an exceptionally severe storm, which caused a lot of damage in the port. The effects are still apparent today. What exactly happened?

STÜWE: A short but very powerful storm on 10 October damaged numerous container cranes in the port of Durban. In addition, a large number of yard handling cranes, e.g. RTGs, were hit, some even crashed into the water. It has not been possible to get everything up and running again yet. Although most of the cranes have meanwhile been repaired, there is a huge backlog of work to be done as far as the yard equipment is concerned, especially around pier 1, which DAL and their partners usually call at. As a result, some cranes are not working, because they cannot be operated with the available resources. The terminal operators expect normal operations can only resume in December.

DAL/JTE NEWS: What does that mean for DAL?

STÜWE: Durban is South Africa's largest port and the hinterland is supplied from here. The percentage share of the total volume on board of the ships is accordingly high. Even during normal operations, Durban works at full capacity and access to the berths is timed with very short intervals. Now there is congestion in the port and our ships are experiencing waiting times of up to seven days. Also the current lay time is now five to six days and thus twice as long as usual. That's disastrous for our weekly named-day service. Of course the delays also have a direct effect on calls at the other South African ports, with containers then reaching the customers late. That puts us in a very awkward position because the automobile industry, in particular, demands just-in-time delivery to ensure their production process is not disrupted. All in all, an untenable situation.

DAL/JTE NEWS: How are you tackling this challenge? With patience?

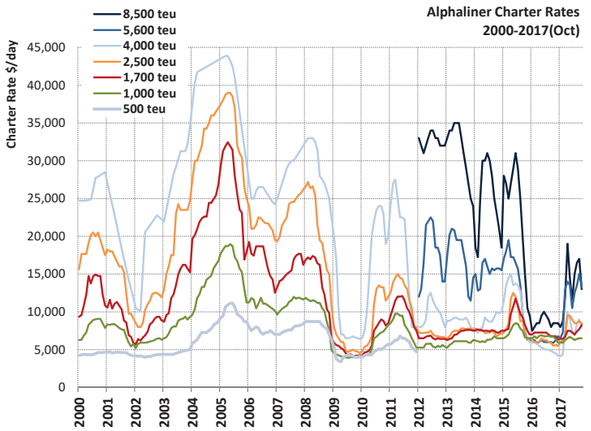
STÜWE: Unfortunately, patience won't get us anywhere. We're trying to move some of the cargo via the ports of Port Elizabeth and Cape Town. But these ports are likewise working at maximum capacity. It has become just as hard to find berths there, and the shortage in yard capacity is even higher, which greatly reduces the option of choosing alternative ports and sometimes even rules it out completely. On top of that, there are limited rail and road capacities in these ports. Although we're moving as much cargo as possible with alternative means of transport to shorten the delays for our customers as best we can, we have to get a large part of the deviated cargo to Durban by ship. These ships have no other choice but to wait.

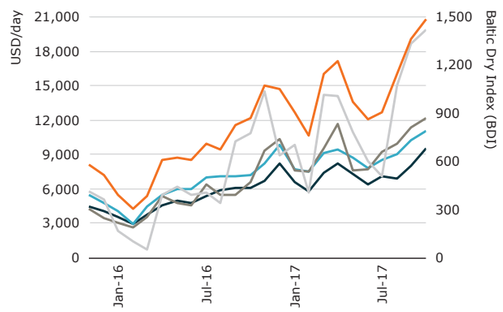
That makes it difficult, if not near impossible, for us and our partner shipowning companies to maintain the sailing schedules of the eight container ships in our South Africa service. Unfortunately, there is still no light at the end of the tunnel yet with regard to planning, because the repair work is progressing very slowly. So we have to react to new situations arising almost every day by changing plans and rerouting ships or cargo to uphold the stability of the overall service.

DAL/JTE NEWS: What is the cause of the problems in SA ports?

STÜWE: The problems are manifold. The South African ports have a huge improvement backlog. Especially in Durban, there were considerable performance problems even before the storm, both on the water side and ashore. These deficits make it much more difficult for the terminal operator to cope with such an extreme situation in a short space of time.

Boxship and bulker rates: the trend is upwards, a bit





Left graph shows charter rates of 500 to 8,500 TEU vessels. Essberger Dry Cargo container ship newbuilds are in the range of 2,500 TEU (orange line). Right graph shows bulk carriers. The Essberger handysize bulkers are shown by the black line. The upturn is clearly visible

Essberger Night: Hello again, friends

Dr Eberhart von Rantzau, Mr Heinrich von Rantzau and Essberger MD Jan Hammer pleased to meet 250 guests

A friendly welcome by John T Essberger Managing Owners Dr Eberhart von Rantzau and Heinrich von Rantzau with MD Jan Hammer and Francisco Fimpel

Milan Fredriksz (INOX) & Jasperina de Man (Vopak)

Berry Kools (Lowland), Britta Sengstake (JTE) & Hans Bal (Vopak Rotterdam)

Christin Maack (Helm), Christian Vang, back with JTE, and Christoph Storm-Ohm (Helm)

Marion Schwedewsky with Elsa Martina , both from DOW

Dennis Hanssen (Jaegers) with Henrik Althoff (JTE) and Nico Casant (Jaegers)

Heidi Berger (JTE), Marion Schwedewsky with Hans Joachim Dunemann (both from DOW) and Elena Grigoleit (JTE)

Mark Kooi (Braemar), Henrik Althoff (JTE), Svenja Grünke (JTE) and Krzysztof Rutkowski (Polfracht)

Pietro Panzeri & Barbara Moggia (Genoa Energy)

Frederik Stensballe & Hans C. Olsen (Euro Shipping), M. Kaven (JTE)

Suzanne Roodenberg (Shell), Tim Jones (Eastport) and Elsa Martina (DOW)

Oliver Medri (HMC), Anne Tautorat (JTE) with Ed Askew (Braemar)

"For us nationality is not as important as the individual's know-how and skills"

DAL/JTE News talks to Björn Borbe, Senior Manager of Essberger Crewing Services and responsible for 1,000 employees

Great effort is taken to form the best possible crews for the combined DAL/JTE fleet. Björn Borbe gives some background information of what is done or can be done better.

DAL/JTE NEWS: The Deutsche Afrika-Linien/John T Essberger Group is headquartered in Germany and has about 1,000 employees from all over the world on board. Why is that?

BORBE: The aim is always to deploy the right crew at the right time, of the right rank, on the right ship. But, besides qualifications and availability, there's always the question of cost.

We are, and always have been, competing against other players on a global scale. The market is constantly seeking staff with the best possible suitability given the prevailing conditions. Experience has shown that if you don't observe this and don't take proactive measures, you will soon have problems surviving in such a competitive environment, especially since the crew costs can be up to 60% of the overall operating costs of the vessel. Protectionist measures with respect to nationality of seafarers exist only in very few trades, or rather countries, for example Australia. We recently experienced such a case with our container ship "Maersk Launceston" (ex-"DAL Kalahari").

"Voyages to Australia are particularly popular with our crews"

If the ship transports containers within Australia, i.e. as cabotage traffic, our crews are paid according to Australia's higher wage tariffs. This is because sea transport must be equal to transport on land. But of course all shipowning companies calling at Australian ports and transporting cargo in cabotage traffic are affected by this. And naturally, as a result, voyages to Australia are particularly popular with our crews. In the USA the situation is similar and has the same effect: neither the USA nor Australia play a major role as seafaring nations.

DAL/JTE NEWS: Are there specific nationalities that are particularly strongly represented in our company's crews?

BORBE: For us, nationality is not as important as the individual's know-how and skills. But there are other reasons for preferentially choosing certain nationalities. The captains and officers on board our ships are mostly from Poland and Holland and from the Philippines, but also from Russia, Ukraine, Portugal and Croatia. The ratings are mainly seafarers from the Philippines. The fact that captains from Poland and Holland play a particular role on board our chemical tankers also has something to do with the regions in which our vessels trade. These seafarers are at home in the North and Baltic Sea, they know northern Europe well, and when there's a crew change they don't have to fly halfway round the world. Our Dutch colleagues come from our office in Dordrecht (formerly Gebr. Broere), which closed last year, and we are glad that we managed to motivate these highly qualified staff members to stay with us. Everyone has chances of promotion, regardless of nationality. We are foremost interested in skills and personal suitability. And, as I said, it's about utilizing our seafarers' potential to the full.

DAL/JTE NEWS: Aren't there often linguistic and cultural problems with internationally mixed crews on board? After all, the people are on board together for a very long time...

BORBE: We are aware of this but we do a lot to prevent potential problems. Besides standardised training standards, creating and maintaining a shared corporate culture, care is taken to consider the workload based on the ship type and trading routes. For example, the crews on our chemical tankers spend a relatively short time on board in one

Björn Borbe: always looking for highly qualified crews. Seminars are a measure to improve skills

stretch because of the intensity in short-sea and parcel trade. Dutch crew members, who are mostly senior officers, have an on-board period of six weeks, followed by six weeks to relax. Our Polish crew members have a watch of two months, followed by two months off. For ratings there is a maximum on-board time of six months, also for safety reasons (fatigue prevention). In contrast, on our container ships and bulk carriers trading worldwide, our seafarers from Eastern Europe are on board for four months. They then normally have two months off before they join the next vessel. Our ratings on our dry cargo fleet can spend up to ten months on board, but we're in the process of reducing this to nine months. Last but not least, we also have cadet programmes that attract young, talented graduates from maritime universities (mainly located in Poland, the Netherlands and the Philippines) from various countries to integrate them in our system while they work their way up to responsible positions on board our ships.

DAL/JTE NEWS: What currency are the seafarers' wages paid in?

BORBE: We usually pay the wages in euros, because we receive a large part of our charter income in euros. That gives us planning security with regard to currency fluctuations. However, it also means we have to compete with US dollar wages in some Eastern European countries, e.g. in Poland and also in Russia. Depending on the exchange rate, that can be quite challenging for us.

DAL/JTE NEWS: Do you pay good wages?

BORBE: Our wages are on par with the international average. In return we promise long-term cooperation and a reliable work environment on technically excellently equipped ships. We know our employees are the highest assets of our shipowning company. Or, in other words, the value of any shipowning company is, above all, the value of its crews and the competencies, skills and experience they bring. Another example: with regard to the crews on the chemical tankers, our customers have high expectations in terms of experience in rank and integration in the company.

"The retention rate on average is over 90 per cent"

The master and first mate combined must have at least three years' experience in their rank and have been with the company for at least two years. The same applies to the chief engineer and second engineer in the engine room. We make sure this requirement is met on every one of our presently 23 chemical tankers each day. By comparison to other market players, our strength lies in the fact that our crews identify strongly with the company, especially in the chemical tanker fleet. This is reflected by our retention rate, which on average is over 90%. We're proud that we've achieved this, but we've also done a lot and worked hard to keep it at that level.

DAL/JTE NEWS: Such as?

BORBE: The DAL/JTE Group is a family-run company and thinks in long-term perspectives, not like a public-limited company that is focused purely on short-term profit maximisation. We have a stable fleet development and our vessels are economically secured by long-term contracts. In addition, we're striving to connect tradition and modernity in the way we manage our seafarers.

"We run five seminars a year including a festive dinner in Hamburg"

Personal meetings are just as important to us as lean and modern administrative management, in which our self-developed CrewService crewing software is of great assistance. We make sure the right people work on the right ships at the right time. We keep our promises. We run five seminars a year, each for 30 to 40 captains, officers and ratings: three seminars in Germany and two in Manila. These seminars not only include training but they also give the attendees an opportunity to get to know each other better, which reduces communication barriers, adds to a sense of belonging and promotes identification with the company. Our seminars in Germany are held at Heidehof Sudermühlen near Hamburg. They also include a festive dinner together with the von Rantzau owner family as well as personal meetings. For our Polish staff and their families we host a big Christmas party each year, last year on 9 December. All our employees on land and our Dutch seafarers at sea are invited to our very festive and lively Christmas party at Palmaille in Hamburg.

And, finally, our employees can reach our office 24/7.

Let me add a few general words on this topic: here at the office we don't see each other as a superior "administration" that gives top-down instructions. We don't want to just lead our employees on board our ships but, above all, to support them. We want them to do a good job because the whole company including the staff ashore is ultimately dependent on their efforts. It's a huge benefit that our employees pass on their know-how and experience to the next generation. That's how we secure the future of our company. Especially in the tanker business many companies fail because they lack top-quality personnel.

It's also important to point out that our staff needn't worry that they'll be "punished" for mistakes. And if mistakes are made we try and learn from them. And that can only be successful if there is mutual trust and if we all pull together. We believe in re-education, not in punishment.

DAL/JTE NEWS: Essberger Shipmanagement recently released a policy statement on this topic...

BORBE: Yes, it puts our aims in a nutshell: "Our values are loyalty, honesty, integrity, respect, competence, effectiveness. As a family-owned company we care about our employees by respecting the individual, offering equal opportunities and diversity. We invest in the development of our employees and wish to keep them long-term." We shall live up to these high expectations.

Members of the Dry Cargo seminar in Hamburg. From left to right: Dr Eberhart von Rantzau, C/E Oleg Burlachenko, Cpt Sergiy Demchenko, Cpt Rostislav Kokorev, C/O Marian Ciuculan, C/O Oleksandr Glebov, 2/E Gheorge Georgescu, 3/O Emilian Popa, 3/E Silviu Bogateanu, C/E Costica Tuca, Mr Heinrich von Rantzau, C/E Petre Florian

Managing Owners von Rantzau of the DAL/JTE Group attending the official photo shooting. From left to right: Dr Eberhart von Rantzau, C/O Andriy Stoyakin, 2/E Vadym Yefimtsev, 2/O Aurel Maltezu, Cpt Konstantin Kveselevich, C/E Aleksandr Jershov, C/O Dmytro Stygar, 2/E Norbert Snioszek, 2/O Ionut Pletea, Mr Heinrich von Rantzau, Cpt Mariusz Pleskacz

History lecture for guests of DALSA Bremen

Henning Bosum, longest-serving employee of DALSA Bremen, giving details about the history of the "Windhuk"

On Thursday, 23 November, the two historic ship models of DAL were welcomed in the office of DALSA in Bremen with a customer event. 60 clients, MD and all staff members as well as guests from DAL Hamburg listened when Henning Bosum, the longest-serving employee of DALSA, told the diversified and partly fateful story in great detail. The beauty and size of the ship models attracted general admiration and inspired many expert discussions. DAL Schiffahrts-Agentur is proud and happy that the two ships have found their new home in their office in Bremen.

Whereabouts

December 2017

Ship's name	Master	First Mate	Chief Engineer
Alcedo	Thomas Kijzers	Brian De Sterre Roberts	Gerlof Tijink
Amalie Essberger	Antonio Petinga	Marcin Madry	Vitaliy Kolesnyk
Anneliese Essberger	Peter Troost	Els Impens	Jan Lodder
Ardea	Jeroen De Koster	Bernardus Lobart	Sijbren Mollinga
Caroline Essberger	Albertus Linthorst	Sjoerd Rijndorp	Pieter Pasterkamp
Christian Essberger	Krzysztof Niedzielski	Rafal Garbacz	Miroslaw Jaworski
Dutch Aquamarine	Gerardus Wijnands	Krzysztof Maniecki	Jelle Spoelstra
Dutch Emerald	Louis Kint	Kokou Gbegan	Oebele Kooistra
Dutch Faith	Cornelis Lodder	Dominik Kazior	Jan Sonneveld
Dutch Spirit	Theo Keizer	Roger Oenema	Serge van der Pol
Eduard Essberger	Gocha Bezhanidze	Quirino II Agot	Sergey Panishev
Ellen Essberger	Adam Krzyzykowski	Jaroslaw Krok	Ruslan Krupko
Elsa Essberger	Stefan Grabowski	Grzegorz Kakol	Dmitry Shcherbov
Georg Essberger	Lukasz Antczak	Valeriy Dorofeev	Tomasz Kozlowski
Johann Essberger	Mariusz Borek	Mareks Satkovskis	Ryszard Topolewski
John Augustus Essberger	Robert Waldon	Bartosz Selau	Andrzej Sullik
Koralia	Jose Jr Subradil	Samuel Ruedas	Dony Merwoto
Liesel Essberger	Boguslaw Olbrys	Artur Karpowicz	Saturnino Yuson
Lisa Essberger	Alex Buren	Jon De Wulf	Arnoldus Eland
Lucy Essberger	Leonardus Kanters	Deniss Tatarinovs	Johan De Jong
Maersk Launceston	Jaroslaw Maciuk	Rafel Nones	Piotr Turski
Patricia Essberger	Maciej Kaminski	Enrique Lopez	Grzegorz Topolewski
Philipp Essberger	Andrei Malenkov	Maksim Naumcik	Vitor Belo
Selinda	Rubin Pavlov	Marian Ciuculan	Vadym Grytsyuta
Swakop	Oleksandr Grytsyuta	Igor Irza	Gleb Kolechkin
UAFL Zanzibar	I. Cioban	Vitaly Ochilov	Nicusor Medrihan
Ubena	Konstantin Kveselevich	Vladimir Lobov	Ilarion Sorin Chirtes
Ulanga	Eugeniusz Naciuk	Ruslan Blazhyyevsky	Andrzej Szyca
Ursula Essberger	Karel van der Klooster	Jakub Nadaj	Ronald De Bruin
Wilhelmine Essberger	Arnoldus van Groenestijn	Pieter Labee	Stefan Kluijfhout
Zambesi	Kostiantyn Kharchenko	Illia Poglod	Aleksandr Jersov

How a class of seven-year-old children adopted the 4,500 TEU "Launceston/Kalahari"

Captain Jaroslaw Dariusz Maciuk sent a letter to DAL/JTE News to tell us all about an interesting idea

My name is Jaroslaw Dariusz Maciuk, and I am proud to be a captain of the biggest vessel in our fleet, the "Maersk Launceston" ("DAL Kalahari"). Presently, the vessel is running for Messrs. Maersk Line under time charter, permanently steaming on the Pacific basin. The round trip is exactly 77 days which, in general, means a huge anticlockwise circle along the east and west coast of the Pacific Ocean. We call at the following ports: Balboa in Panama, Lazaro Cardenas and Manzanillo in Mexico, Yokohama in Japan, Busan in South Korea, Shanghai, Ningbo, Chiwan, Hong Kong in China, Kaohsiung in Taiwan, Tauranga in New Zealand, Valparaiso and San Vincent in Chile, Callao in Peru, Buenaventura in Columbia and again Balboa. This trade has three rather long legs, each over 14 days of steaming, i.e. passage Hong Kong – Tauranga, Tauranga – Valparaiso and Manzanillo – Yokohama. During these long-leg passages I was already thinking what I can do additionally and what can be productive and interesting. Then, suddenly providence sent me a brilliant solution. "You will be a teacher for the youngest." I suppose some of you already know the "Adopt-a-Ship" project. This is an international programme sponsored by Inter Marine, represented by Capt. Jakub Szymanski. The programme started 11 years ago on Cyprus. The idea was born by the Cyprus Owners Association to give a closer view of a seaman's life. Today, the programme covers over 400 schools and orphanages around the world. I believe, the idea is excellent and develops interest on geography, shipping, vessels and communication systems. Let them be interested about the world at all. Somehow, this is also promotion for the owner. A few days ago, I was "adopted" by grammar school No. 313 from Warsaw (class 1A, seven-year-old children).

My first lesson was on time zones, and why it is not the same day of the week in, let's say, Warsaw and e.g. Tauranga in New Zealand. I was trying to use "seven-year-old children's language", but I was wondering if my lesson would be accepted. But the result was amazing. The children fully adopted our vessel, asking for more lessons. So, the next subject will be: how the vessel can recognise its position on an empty ocean.

Teacher from the bridge of a container ship: Captain Jaroslaw Dariusz Maciuk provides insights into a seaman's life to young pupils of a Warsaw school

The "Maersk Launceston" (4,500 TEU) is the former "DAL Kalahari" and currently chartered out to Maersk Line. Her new trading area is the Pacific Ocean, and therefore an interesting topic for the pupils from Poland who have "adopted" the vessel

Aus der Reederei-Familie

Jubiläen

10 Jahre

Herr Thomas David, *Ship Management*
01.01.2008

Herr Dmitri Hopfauf, *IT*
01.01.2008

Herr Daniel Szarzynski, *C/O*
04.01.2008

Herr Oleksandr Glebov, *C/O*
09.01.2008

Frau Brit Röttger, *MCT Coordination*
15.02.2008

Besondere Geburtstage

80 Jahre

Frau Karin Nickel
20.01.1938

Herr Karl-Heinz Bahmann
05.02.1938

70 Jahre

Frau Carmen Kohn
29.02.1948

Frau Monika Seidemann
29.02.1948

65 Jahre

Herr Reinhard Brüggen,
IT
30.01.1953

Herr Michael Davies, *Trades*
06.02.1953

60 Jahre

Herr Magno Gesulgon Gemota
2/E
01.02.1958

Herr Leo Concepcion Araojo
CCK
08.02.1958

50 Jahre:

Herr Valeriy Dorofeev
C/O
24.01.1968

Herr Ramon Jr. Tubesa Caberoy
3/E
26.01.1968

Herr Lutz Weber
CFO
05.02.1968

Neue Mitarbeiter an Land

Herr Hans-Jürgen Jakumeit
DSA Düsseldorf

Herr Andrej Konov
Ship Management

Frau Sarah Weiß
Hammonia

Frau Dorina Wichern
Crewing

In den Ruhestand tritt

Herr Gerd-Adolf Rathje
HR Shore
zum 31.03.2018

After 50 years the "Cementia" ends her lifetime

"Pelita Andalas" was the last name of the 1967-built cement carrier "Cementia". She traded mainly in the Indian Ocean

The "Cementia" was built at Deutsche Werft Hamburg, the second vessel for the transportation of cement for Bamburi Cement in Mombasa. Delivered on 23 November 1967 measuring 3373 GRT, 5335 dwt, loa 106.60 m, br 15.55 m and equipped with cement discharging facilities from Claudius Peters capable of pumping out 125 t/h, 350 m and 50 m high. There was accommodation for 38 crew members. The vessel sailed from Hamburg to Mombasa, her first master was Captain E. Zimmermann and C/E F. Pohl, those days with a German crew, this later changed to mainly African ratings. She traded only in the Indian Ocean to the Gulf and other Arabian destinations. In 2002, she was sold to Burung Laut, Indonesia, and renamed "Pelita Andalas", now trading in South East Asia. Her last master, until September 2011, when JTE management ended, was Captain Juro Wiropati, the "Prussian Indonesian". The vessel was sold to Sterling Marine Co. Singapore and finally to Vierson & Daughter, Indonesia. Renamed "Vier Amanah", shortly after "Vier Gemilag" and finally again "Pelita Andalas". Her new funnel mark was the sun, but her coating was later changed to blue and buff, the funnel mark a white lion. In December 2016, she was sold again, sailed for Surabaya, anchored for some time at Balu Ampar and was finally reported as scrapped there on 17 February 2017, after 50 years of service!
Eberhard Stoetzner

What we can learn from the seminar

Excerpts from the speech of Heinrich von Rantzau at the Chemical Tanker seminar in Sudermühlen

From left to right: 2/E Olegs Cerepanovs , C/O Tomasz Rembisz , C/O Roger Oenema, 2/E Pavel Kuzma, Cpt Andrei Malenkov, C/E Serge van der Pol, C/E Piotr Kret, Cpt Louis Kint, 3/O Pawel Czarnacki, Mrs Annette von Rantzau, Cpt Bert Maulenberg, 2/O Jeroen Ruitenschild, 2/O Cezary Ulrych, C/O Wojciech Nowak, C/O Chris de Boer, 3/E Luca Boko, Cpt Boguslaw Gajdowski, C/E Jan Laurey, C/E Johan de Jong, Mr Heinrich von Rantzau, Cpt Marco Boshuizen, Cpt Karel van der Klooster, C/E Gerlof Tijink, Cpt Thomas Kijzers, C/O Sander de Bos, C/E Marty Kroon, 2/O Tomasz Kozyra, Cpt Peter Troost, 2/E Aleksey Plyasukhin, Cpt Adam Incewicz, C/O Valeriy Dorofeev, C/E Marek Ptasznik, Cpt Krzysztof Osuch, C/O Pawel Bula - all were members of the seminar in November 2017

Ladies and gentlemen, it is a pleasure for me to have the opportunity to meet so many captains and officers of our Essberger fleet face-to-face here in Sudermühlen. Without you and your dedicated colleagues on board our ships there would be no Essberger Tankers and no Dry Cargo and therefore we highly value your dedication to our company… In particular I'd like to mention tonight our former Dutch seafarers from Broere who chose to stay with us when we decided to close the Dordrecht office… We use these seminars as an opportunity to learn and to talk – and to get the faces behind the names, in particular with regard to the relation from shore to sea… The global economy seems to be on a favourable track, with the European chemical industry doing fairly well, and better than expected… Our segment seem to go under the radar screens of the larger players – which means we may stand in front of a great opportunity the next coming years! … It is very important now that we manage to utilise this opportunity, which means flawless performance by you all on board as well as on shore… We are continuously watched, whatever we do. There are cameras all over the place. You make electronic traces of your moves and acts all the time… Let me reassure you that we will do everything to supply our customers – and you our captains and crews – with a modern, technically advanced, state-of-the-art fleet.

From the ocean to the Namib desert: a true piece of art

Two paintings from South African artist Keith Alexander catch the visitors' eye at the office entrance

The "Eduard Bohlen" under sail and steam and as a wreck on the Namib coast, painted by Keith Alexander. Both oil paintings are exhibited in the entrance hall of the company's headquarters in Hamburg

In the entrance hall of our company headquarters there are two strange paintings on display. One of the art pieces shows the steamship "Eduard Bohlen" (2) on the high seas, the other one is of the rusty wreck of the "Eduard Bohlen" in the middle of the desert. How did it get there? Liselotte von Rantzau acquired the paintings in South Africa. She had a passion for art. The painter Keith Alexander (1946–1998), who lived in South Africa, is particularly well known for his haunting and surrealistic works on canvas inspired by the Namib Desert landscape. The gradual disintegration of the "Eduard Bohlen" fascinated him. Today, originals by Keith Alexander are sold for up to 30,000 US dollars.

The "Eduard Bohlen" (2,367 GRT) was built in Hamburg in 1890. On 5 September 1909, she ran aground south of Conception Bay in thick fog and despite many efforts it was impossible to get her afloat again. The passengers and crew were rescued, and the wreck lying on the beach later served as accommodation for diamond prospectors.

The wind, salt and sand began their destructive work. The coastline, where a large colony of sea lions lives, moved towards the sea. Today, 108 years later the ship, or that is to say what is left of it, lies about 800 metres inland. The superstructure and decks have long disappeared and the sand has covered almost the entire wreck, and just recently the iron stern broke off.

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